

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/CF

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COM/BIC/OED/MEPD/CATKINS

COM/BIC/OED/MEPD/JMSANDS, DIR.

COM/BIC/OIM/(INFO)

NEA/PAB/ASCHIFFERDECKER (INFO)

----- 104454

O 122105Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY KABUL IMMEDIATE

UNCLAS STATE 110178

E.O. 11652: N/A

TAGS: BEXP, AF

SUBJECT: IDC-IECO

REF: KABUL 2990

1. PLEASE PASS THE FOLLOWING MESSAGE TO RUFF OF IECO
FOR TRANSMITTAL TO TOUFIQI:

2. WE HAVE BEEN ADVISED BY MESSRS. RUFF AND HARRIS OF
SOME POSSIBLE MISINTERPRETATION OF IECO-MK POSITION
IN NEGOTIATIONS WITH YOUR MINISTRY REGARDING IDC JOINT
VENTURE. WE SUBMIT THE FOLLOWING FURTHER CLARIFICATION
OF OUR UNDERSTANDING OF IMPORTANT TERMS OF THE JOINT
VENTURE:

--- A. GOA WILL INVEST A CERTAIN SUM OF MONEY AS ITS
--- SHARE OF EQUITY IN THE IDC.

--- B. IECO-MK INVESTMENT IN THE JOINT VENTURE CONSISTS
--- OF THE FOLLOWING:

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--- 1) PERSONNEL

--- 2) TECHNICAL AND MANAGERIAL KNOW-HOW

--- 3) EXPERTISE IN CURRENT TECHNOLOGY
--- OF ADVANCED PLANT AND PROCESS
--- ENGINEERING

--- 4) AVAILABILITY OF WORLD-WIDE
--- SUPPORT FACILITIES IN ALL
--- CONTINENTS AND INDUSTRIAL
--- NATIONS

--- 5) CAPABILITY IN TRAINING ALL
--- NECESSARY MANAGERIAL AND
--- TECHNICAL GOA STAFF

--- 6) PROCUREMENT SERVICES WORLD-WIDE

--- 7) MARKETING AND EXPORT ADVISORY
--- SERVICES.

ABOVE ITEMS HAVE DOLLAR VALUE NOT READILY QUANTIFIABLE,
BUT SUBSTANTIAL IN THE SUCCESS OF A DEVELOPMENT
CORPORATION.

--- C. IECO-MK RETURNS ON ITS INVESTMENT ARE
--- NEGOTIABLE AND WILL BE DETERMINED FOR
--- EACH IDC VENTURE ON A MUTUALLY ACCEPTABLE
--- FORMULA.

--- D) PLEASE ADVISE IF ABOVE BASIC CRITERIA
--- ARE ACCEPTABLE TO YOU SO THAT AUTHORIZED
--- REPRESENTATIVES OF IECO-MK CAN ARRIVE FOR
--- NEGOTIATIONS ON MAY 21.

SIGNED, THOMAS J. HAYES, PRESIDENT OF IECO AND VICE
PRESIDENT OF MORRISON-KNUDSEN.
INGERSOLL

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Margaret P. Grafeld
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